

Message Text

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ORIGIN COME-00

INFO OCT-01 ARA-06 ISO-00 EB-07 /014 R

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STATE/ARA/MEX/HLANE (PHONE)

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R 230005Z DEC 75

FM SECSTATE WASHDC

TO AMEMBASSY MEXICO CITY

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E.O. 11652: N/A

TAGS: BEXP, MX

SUBJECT: MAJOR PROJECT: EQUIPMENT FOR CHILDRENS WELFARE

--- HOSPITAL

1. AMERICAN HEALTH FACILITIES, INTERNATIONAL (AHF) U.S. HOSPITAL EQUIPMENT MANUFACTURER AND PLANNER HAS CONTACTED COMMERCE FOR ASSISTANCE IN SOME DIFFICULTIES IT HAS ENCOUNTERED WITH REGARD TO A CHILDRENS WELFARE HOSPITAL IN HERMOSILLO. AHF HAS BEEN NEGOTIATING WITH IMAN, INSTITUTO MEXICANO PARA ASISTENCIA A LA NINEZ, INSURGENTES SUR 3700-B MEXICO CITY POSTAL ZONE 20 FOR A CONTRACT TO EQUIP HOSPITAL DEL NINO IN HERMOSILLO.

2. THE PROBLEM IS THAT AHF AGREED TO DO THE EQUIPMENT PLANNING FOR FREE BECAUSE IMAN INSISTED THAT IT WOULD NOT BE ABLE TO PAY THE FEE EVEN IF IT WAS REFUNDABLE IF THE EQUIPMENT WAS PURCHASED FROM AHF. THE UNDERSTANDING WAS THAT IMAN COULD NOT IN GOOD FAITH GIVE THE CONTRACT TO ANOTHER FIRM AFTER ACCEPTING AHF'S SERVICES FOR FREE.

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3. AHF REPORTS THAT RATHER THAN BE ASKED TO SIGN THE EQUIPMENT CONTRACT THIS WEEK AS THEY EXPECTED, THEY WERE TOLD THAT THE MEXICAN GOVERNMENT IS BRINGING SPENDING TO A HALT PENDING INSTALLATION OF A NEW GOVERNMENT. AHF QUESTIONS THIS SIMPLY BECAUSE THEY UNDERSTAND THE NEW GOVERNMENT WILL NOT BE INSTALLED UNTIL OCTOBER. IMAN SAYS THAT IT MAY COMPLETE THE OUTSIDE OF THE HOSPITAL BUT WILL NOT EQUIP IT. AHF FEARS THAT THIS MAY BE SUBTERFUGE AND THAT ITS COMPETITOR A GERMAN FIRM MAY IN TRUTH END UP WITH EQUIPMENT CONTRACT.

4. AHF REQUESTS EMBASSY VERIFY WHETHER GOM HAS HALTED SPENDING. IS THERE A FORMAL ANNOUNCEMENT? IF SO, AHF WILL BE PATIENT AND PURSUE CONTRACT LATER. IF NOT, THEY WILL CHALK IT UP AS A LESSON LEARNED THE HARD WAY. EMBASSY ASSISTANCE APPRECIATED. KISSINGER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 23 DEC 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: GolinoFR
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975STATE301077
Document Source: CORE
Document Unique ID: 00
Drafter: BIC/OED/MEPD/JPHILBRICK/LW
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750444-1231
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19751218/aaaaapuw.tel
Line Count: 77
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN COME
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: GolinoFR
Review Comment: n/a
Review Content Flags:
Review Date: 10 SEP 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <10 SEP 2003 by BoyleJA>; APPROVED <12 NOV 2003 by GolinoFR>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: MAJOR PROJECT: EQUIPMENT FOR CHILDRENS WELFARE --- HOSPITAL
TAGS: BEXP, MX
To: MEXICO
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006